

Message Text

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60

ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

66615

DRAFTED BY COM/OIM/LAD/BIC/KNICHOLS/CS

APPROVED BY EB/OCA/CM/JSIMMONS

COM/OIM/LAD/BIC/TJOHNSON/CMM

COM/OIM/LAD/BIC/BJCAHILL/RMD

ARA/BR/JSLATTEY (INFO)

----- 088130

P 182119Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY BRASILIA PRIORITY

AMCONSUL RIO DE JANEIRO

AMCONSUL SAO PAULO

UNCLAS STATE 143180

E.O. 11652:N/A

TAGS: BFOL, BR

SUBJECT: MARKET RESEARCH - PULP AND PAPER MACHINERY AND
EQUIPMENT

REF: (A) SAO PAULO 1288, JUNE 13, 1975;(B) JOHNSON/CARLSON
TELECON JUNE 11, 1975; (C) SAO PAULO 1240, JUNE 6,
1975;(D) DEPT A-3279, MAY 9, 1975

1. APPRECIATE POST'S WILLINGNESS TO REOPEN DISCUSSIONS
WITH ADELA WITH VIEW TO OBTAINING LOWER BID FOR MARKET
RESEARCH STUDY ON PAPER AND PULP MACHINERY AND EQUIPMENT.
WHILE UNDERSTANDING SERIOUS PROBLEM OF INFLATED MARKET
RESEARCH COSTS, BID SUBMITTED IN REF C PROHIBITIVE DUE TO
LIMITED MARKET SIZE AND SALES POTENTIAL.

2. IN DISCUSSIONS WITH ADELA TO OBTAIN POSSIBLE LOWER
BID, WE ARE PREPARED TO MODIFY SPECIFICATIONS FOR STUDY AS
FOLLOWS: (A) LIMIT NUMBER OF INTERVIEWS TO 25 RATHER THAN
THE 40 SUGGESTED IN REF C;(B) PER BID REQUEST AIRGRAM (REF
D), FOLLOWING DELETIONS MAY BE MADE: (1) ENCLOSURE I,
UNCLASSIFIED
UNCLASSIFIED

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PART 2 - LIMIT PRODUCT CATEGORY TO EQUIPMENT AND MACHINERY;
(2) ENCLOSURE I, PART 3, II-A-3: DELETE;(3) ENCLOSURE I,
PART 3, III-A-2: DELETE;(4) ENCLOSURE I, PART 3,

IV-B-2-C: DELETE; (5) ENCLOSURE I, PART 3, IV-C: DELETE.
INGERSOLL

UNCLASSIFIED

<< END OF DOCUMENT >>

Message Attributes

Automatic Decaptioning: X
Capture Date: 26 AUG 1999
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE143180
Document Source: ADS
Document Unique ID: 00
Drafter: COM/OIM/LAD/BIC/KNICHOLS/CS
Enclosure: n/a
Executive Order: N/A
Errors: n/a
Film Number: D750212-1082
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t197506101/baaaamzd.tel
Line Count: 59
Locator: TEXT ON-LINE, TEXT ON MICROFILM
Office: ORIGIN COM
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
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Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
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Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> wfs 971022
Subject: n/a
TAGS: BFOL, BR
To: BRASILIA
RIO DE JANEIRO
SAO PAULO
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006